



Invoice No.: IND-1015-0010

Sold To:
Indiana State Department of Health
ATTN: Finance /Purchasing, 2C
2 N. Meridan Street
Indianapolis, IN 46204

Invoice Date: 8/26/2016
Order Number: 0015523208
Fund: 61910/571513 / 305000

Description of Services
Personal Services

Federal ID: 23-2868660
Contract Period: 10/1/2015 - 9/30/2016
Contract Amount: \$3,500,000.00
Contract Number: A70-5-041137
Date of Services: 7/1/2016 - 7/31/2016
Payment requested for: Real Alternatives, Inc.
Description of Services and Total Paid: \$ 184,064.73
See attached detailed charges required
by ISDH program
Project Code: N/A
Activity Code: N/A


Vendor's signature


Date



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Pennsylvania Association
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7810 Allentown Boulevard, Suite 304, Harrisburg, PA 17112
717-541-1112 (V) 717-541-9713 (F)
www.RealAlternatives.org • www.LoveFacts.org • www.ConcernedParents.com

Attachment B: Budget

Real Alternatives, Inc. A70-5-041137

Indiana Pregnancy & Support Services Program

October 1, 2015 - September 30, 2016

Expense Type	Budget Cat	Expense Detail	Budgeted Cost	Actual Expenses YTD-June 2016	Actual Cost Jul 16	Actual Expenses YTD-July 2016	Remaining Cost Aug 2016 to Sep-2016
Administrative Salary		President & CEO	\$58,000.00	35,276.92	2,729.63	38,006.55	\$19,993.45
Administrative Salary		VP of Administration	\$13,000.00	10,401.50	1,338.40	11,739.90	\$1,260.10
Administrative Salary		Assistant Director of Finance	\$0.00	-	-	-	\$0.00
Administrative Salary		Senior Accountant	\$3,000.00	3,465.53	\$376.77	3,842.30	(\$842.30)
Administrative Salary		Junior Accountant	\$2,000.00	-	-	-	\$2,000.00
Administrative Salary		Bookkeeper	\$3,000.00	596.96	\$14.69	611.65	\$2,388.35
Services Salary		VP of Operations	\$45,000.00	18,035.08	\$1,013.50	17,048.58	\$27,951.42
Services Salary		Indiana Services Director	\$40,000.00	-	-	-	\$40,000.00
Services Salary		Services Coordinator	\$4,000.00	5,306.91	\$316.69	5,623.60	(\$1,623.60)
Services Salary		Services Assistance	\$3,000.00	2,162.03	\$603.42	2,768.45	\$231.55
Services Salary		Billing Coordinator	\$5,000.00	2,519.10	\$154.44	2,673.54	\$2,326.46
Services Salary		Service Provider Approval	\$5,000.00	1,312.88	-	1,312.88	\$3,687.12
Services Salary		Service Provider Monitoring	\$3,000.00	74.41	\$ 498.53	540.94	\$2,459.06
Services Salary		Hotline Counselor	\$4,000.00	733.24	\$167.27	900.51	\$3,099.49
		Subtotal	\$190,000.00	\$77,884.56	\$7,184.34	\$85,088.90	\$104,931.10
Administrative Fringe		Unused Sick	\$0.00	-	-	-	\$0.00
Services Fringe		Unused Sick	\$0.00	-	-	-	\$0.00
Administrative Fringe		Payroll Taxes	\$6,500.00	2,746.48	\$142.81	2,889.29	\$3,610.71
Services Fringe		Payroll Taxes	\$9,000.00	2,025.11	\$209.68	2,234.79	\$6,765.21
Administrative Fringe		Workers' Comp	\$300.00	152.59	\$31.13	183.72	\$116.28
Services Fringe		Workers' Comp	\$500.00	124.87	\$25.47	150.34	\$349.66
Administrative Fringe		Pension	\$3,750.00	1,326.06	\$110.48	1,436.54	\$2,313.46
Services Fringe		Pension	\$2,000.00	623.07	\$60.47	683.54	\$1,316.46
Administrative Fringe		Employee Group Ins	\$13,000.00	6,423.46	\$1,692.94	10,116.40	\$2,883.60
Services Fringe		Employee Group Ins	\$10,000.00	4,790.54	\$974.29	5,773.83	\$4,226.17
		Subtotal	\$45,050.00	\$20,221.16	\$3,247.27	\$23,468.45	\$21,581.55
Administrative Travel		Travel/Lodging	\$500.00	-	-	-	\$500.00
Services Travel		Travel	\$10,000.00	-	\$ 612.91	612.91	\$9,387.09
		Subtotal	\$10,500.00	\$0.00	\$612.91	\$612.91	\$9,887.09
Administrative Supplies		Office Expense	\$91,700.00	3,716.27	\$1,369.51	5,085.78	\$86,614.22
Administrative Supplies		Computer Resources/Upgrades	\$25,000.00	-	-	-	\$25,000.00
Services Supplies		Client Education Materials	\$120,000.00	87,312.81	\$ 65.69	67,378.50	\$32,621.50
Services Supplies		Pregnancy Test Kits	\$0.00	2,005.60	\$719.40	2,725.00	(\$2,725.00)
		Subtotal	\$236,700.00	\$93,034.68	\$2,154.60	\$95,108.28	\$141,511.72
Administrative Contracts		Accounting/IT/Legal consulting	\$20,000.00	2,397.53	\$218.38	2,615.91	\$17,384.09
Administrative Contracts		Auditing	\$3,500.00	1,997.33	\$432.36	2,429.69	\$1,070.31
Administrative Contracts		Copier Service Contracts	\$500.00	310.84	\$45.66	356.50	\$143.50
Services Contracts		Client Service Providers	\$2,412,500.00	1,084,432.28	\$147,094.75	1,231,427.03	\$1,180,072.97
Services Contracts		Meetings/Seminars/Conference	\$7,000.00	-	\$ 760.00	750.00	\$6,250.00
Services Contracts		Services Advertising	\$465,000.00	429,309.17	\$19,242.84	448,552.01	\$36,447.99
Services Contracts		Services Database Consulting	\$15,000.00	3,893.75	\$53.75	3,947.50	\$11,132.50
		Subtotal	\$2,943,500.00	\$1,522,250.90	\$168,747.74	\$1,690,998.64	\$1,252,501.36
Administrative Other		Professional Development	\$2,000.00	1,062.07	\$206.96	1,269.03	\$730.97
Administrative Other		Job advertising	\$500.00	-	-	-	\$500.00
Administrative Other		New employee screening	\$250.00	-	-	-	\$250.00
Administrative Other		Postage/Shipping	\$15,000.00	781.84	\$178.15	969.99	\$14,030.01
Administrative Other		Rent	\$46,000.00	6,242.93	\$1,342.39	7,585.32	\$38,414.68
Administrative Other		Telephone Service	\$3,500.00	1,576.75	\$84.80	1,661.55	\$1,838.45
Administrative Other		General Business Liability Ins	\$750.00	279.32	\$61.53	340.85	\$409.15
Administrative Other		Insurance - Directors & Officers	\$1,250.00	680.68	\$153.60	834.28	\$415.72
Services Other		Toll Free Referral System	\$5,000.00	544.11	\$90.44	634.55	\$4,365.45
Services Other		Contract Closeout Cost	\$0.00	-	-	-	\$0.00
		Subtotal	\$74,250.00	\$11,177.70	\$2,117.87	\$13,295.57	\$60,954.43
		Administrative	\$313,000.00	61,445.06	\$10,530.19	\$91,975.25	\$221,024.75
		Services	\$3,187,000.00	\$1,643,123.96	\$173,534.54	\$1,818,458.50	\$1,370,341.50
		Total	\$3,500,000.00	\$1,724,569.02	\$184,064.73	\$1,908,633.75	\$1,591,366.25

Real Alternatives
Actual Administrative Expenses
Indiana: Fiscal Year 2015-16

Cost Category	Budgeted Dollars	Actual Expenses	Actual Expenses	Actual Expenses	Remaining Cost
Personnel		YTD-June 2016	Jul-16	YTD-July 2016	Aug 2016 to Sep-2016
President & CEO	\$58,000.00	\$ 35,276.97	\$ 2,729.63	\$ 38,006.55	\$19,993.45
VP of Administration	\$13,000.00	\$ 10,401.50	\$ 1,338.40	\$ 11,739.90	\$1,260.10
Assistant Director of Finance	\$0.00	\$ -	\$0.00	\$ -	\$0.00
Senior Accountant	\$3,000.00	\$ 3,465.53	\$376.77	\$ 3,842.30	(\$842.30)
Junior Accountant	\$2,000.00	\$ -	\$0.00	\$ -	\$2,000.00
Bookkeeper	\$3,000.00	\$ 596.96	\$14.69	\$ 611.65	\$2,388.35
Professional Development	\$2,000.00	\$ 1,062.07	\$206.96	\$ 1,269.03	\$730.97
Payroll Taxes	\$6,500.00	\$ 2,746.48	\$142.81	\$ 2,889.29	\$3,610.71
Workers Compensation Insurance	\$300.00	\$ 152.59	\$31.13	\$ 183.72	\$116.28
Pension	\$3,750.00	\$ 1,326.06	\$110.48	\$ 1,436.54	\$2,313.46
Employee Group Insurance	\$13,000.00	\$ 8,423.46	\$1,692.94	\$ 10,116.40	\$2,883.60
Job Advertising	\$500.00	\$ -	\$ -	\$ -	\$500.00
New Employee Screening	\$250.00	\$ -	\$ -	\$ -	\$250.00
Total Personnel	\$ 105,300.00	\$ 63,451.57	\$ 6,643.81	\$ 70,095.38	\$ 35,204.62
Operating	Budgeted Dollars				
Accounting/IT/Legal Consulting	\$20,000.00	\$ 2,397.53	\$218.38	\$ 2,615.91	\$17,384.09
Postage/Shipping	\$15,000.00	\$ 791.84	\$178.15	\$ 969.99	\$14,030.01
Auditing	\$3,500.00	\$ 1,997.33	\$432.36	\$ 2,429.69	\$1,070.31
Travel/Lodging	\$500.00	\$ -	\$0.00	\$ -	\$500.00
Rent	\$46,000.00	\$ 6,242.93	\$1,342.39	\$ 7,585.32	\$38,414.68
Telephone Service	\$3,500.00	\$ 1,576.75	\$84.80	\$ 1,661.55	\$1,838.45
General Business Liability Insurance	\$750.00	\$ 279.32	\$61.53	\$ 340.85	\$409.15
Insurance-Directors & Officers	\$1,250.00	\$ 680.68	\$153.60	\$ 834.28	\$415.72
Office Expense	\$91,700.00	\$ 3,716.27	\$1,369.51	\$ 5,085.78	\$86,614.22
Computer Resources	\$25,000.00	\$ -		\$ -	\$25,000.00
		\$ -		\$ -	
Total Operating	\$ 207,200.00	\$ 17,682.65	\$ 3,840.72	\$ 21,523.37	\$ 185,676.63
Equipment	Budgeted Dollars				
Equipment Service Contracts	\$500.00	\$ 310.84	\$45.66	\$ 356.50	\$143.50
Total Administrative Expenses	\$ 313,000.00	\$ 81,445.06	\$ 10,530.19	\$ 91,975.25	\$ 221,024.75

Actual Services Expenses
Indiana: Fiscal Year 2015-16

Cost Category	Budgeted Dollars	Actual Expenses YTD-June 2016	Actual Expenses Jul 16	Actual Expenses YTD-July 2016	Remaining Cost Aug 2016 to Sep-201
Personnel					
Vice President of Operations	\$45,000.00	\$ 16,035.08	\$1,013.50	\$ 17,048.58	\$27,951.42
Indiana Services Director	\$40,000.00	\$ -	\$0.00	\$ -	\$40,000.00
Services Coordinator	\$4,000.00	\$ 5,306.91	\$316.69	\$ 5,623.60	(\$1,623.60)
Billing Coordinator	\$5,000.00	\$ 2,519.10	\$154.44	\$ 2,673.54	\$2,326.46
Services Assistance	\$3,000.00	\$ 2,162.03	\$606.42	\$ 2,768.45	\$231.55
Service Provider Approval	\$5,000.00	\$ 1,312.88	\$0.00	\$ 1,312.88	\$3,687.12
Service Provider Monitoring	\$5,000.00	\$ 74.41	\$466.53	\$ 540.94	\$4,459.06
Hotline Counselor	\$4,000.00	\$ 733.24	\$167.27	\$ 900.51	\$3,099.49
Payroll Taxes	\$9,000.00	\$ 2,025.11	\$209.68	\$ 2,234.79	\$6,765.21
Workers Compensation Insurance	\$500.00	\$ 124.87	\$25.47	\$ 150.34	\$349.66
Pension	\$2,000.00	\$ 623.07	\$60.47	\$ 683.54	\$1,316.46
Employee Group Insurance	\$10,000.00	\$ 4,799.54	\$974.29	\$ 5,773.83	\$4,226.17
Total Personnel	\$ 132,500.00	\$ 35,716.24	\$ 3,994.76	\$ 39,711.00	\$ 92,789.00
Operating	Budgeted Dollars				
Client Education Materials	\$120,000.00	\$ 87,312.81	\$65.69	\$ 87,378.50	\$32,621.50
Services Advertising	\$485,000.00	\$ 429,309.17	\$19,242.84	\$ 448,552.01	\$36,447.99
Meetings/Seminars/Conference	\$7,000.00	\$ -	\$750.00	\$ 750.00	\$6,250.00
Travel/Lodging To Service Provider	\$10,000.00	\$ -	\$612.91	\$ 612.91	\$9,387.09
Srvcs Database Consulting & Dev	\$15,000.00	\$ 3,803.75	\$63.75	\$ 3,867.50	\$11,132.50
Client Service Providers	\$2,412,500.00	\$ 1,084,432.28	\$147,994.75	\$ 1,232,427.03	\$1,180,072.97
Toll-free Referral System	\$5,000.00	\$ 544.11	\$90.44	\$ 634.55	\$4,365.45
Contract Closeout Cost	\$0.00	\$ -	\$0.00	\$ -	\$0.00
		\$ -		\$ -	
		\$ -		\$ -	
		\$ -		\$ -	
Total Operating	\$ 3,054,500.00	\$ 1,605,402.12	\$ 168,820.38	\$ 1,774,222.50	\$ 1,280,277.50
Equipment	Budgeted Dollars				
Pregnancy Test Kits	\$0.00	\$ 2,005.60	\$719.40	\$ 2,725.00	(\$2,725.00)
Total Services Expenses	\$ 3,187,000.00	\$ 1,643,123.96	\$ 173,534.54	\$ 1,816,658.50	\$ 1,370,341.50